



Shalini Vijayvargiya

Business Development Specialist

I am actively seeking a challenging position within your esteemed organization, where I can leverage my extensive knowledge and skills to contribute significantly to the company's growth and objectives while fostering its overall development.

Experience

2023 - 2023

Analytix Sloutions, Ahemdabad

Business Development Representative

- Identifying and prospecting potential clients and leads within the US market.
- Initiating and maintaining communication with potential clients through various outreach methods such as cold calling, emailing, and social media.
- Qualifying and assessing client needs and requirements to determine if there is a potential fit with the company's products or services.
- Collaborating with sales teams to schedule meetings, demos, or presentations for qualified leads and contribute to the overall growth of the business.

2022 - 2023

EZJobs Inc. Hyderabad

Inside Sales Specialist

- Customer Communication and Lead Development
- Conducting Outbound Calls to Prospective Clients
- Customer Database Creation and Maintenance
- Articulating Product Features and Benefits
- Successfully Closing Sales and Meeting Sales Quotas

2018 - 2022

Redington India Ltd., Pune

Marketing Coordinator

- Managing SAP SD application.
- Creating sale order, Deliveries and Invoices.
- Supporting the SD application incidents on daily basis.
- Maintaining Price condition records.
- Good knowledge on Order types, Delivery types, Invoice types.
- Creating Customer master data. Good knowledge on Account group.
- Item category and Schedule line category, pricing procedure configuration and determination.
- Plant, Item category and Schedule line category determination. Good knowledge on ATP, Consignment process and Credit Management.

2017 - 2018

Bajaj Finserv Ltd, Indore

Financial Advisor in Insurance

- Assessing clients' financial goals and needs to provide personalized insurance solutions.
- Offering advice on insurance products, including life, health, and property insurance, to meet clients' coverage requirements.
- Analyzing and comparing insurance policies to recommend the most suitable options based on clients' financial situations.

Contact

Phone

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Email

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Address

100, Ansh Residency Navrangpura, Ahmedabad
380009

Education

2017

MBA

DAVV Indore

2014

Bcom CA

BU University Bhopal

Expertise

- Sales Navigator
- SAP SD
- CRM
- Microsoft Office
- JBA

Language

English

Hindi